

**EXHIBIT A**

Confidential Price List for:

**INDEPENDENT SALES ORGANIZATIONS**

Effective July 6, 1981

(Prices in U.S. Dollars)

# CLUSTER ONE MODEL A

**TERMS AND CONDITIONS:**

- (1) Initial orders are generally on a C.O.D. basis.
- (2) Net terms are available to accounts approved by Nestar's Credit Department.
- (3) Cash Discount: 2% payment with order for established accounts.
- (4) Late Charge: 2% per month on balance unpaid after 30 days.
- (5) Restocking Charge: 20%
- (6) Freight: All orders are shipped F.O.B. Palo Alto, California, U.S.A.
- (7) All prices in this price list reflect retails generally quoted by U.S. ISO's
- (8) All prices are based on purchases over a 12-month period, starting with first purchase. Discounts are not retroactive but are applied for purchases in each plateau.
- (9) Prices are subject to change without notice.

MODEL NUMBER	DESCRIPTION	U.S. SUGGESTED RETAIL	ISO PRICE	QUANTITY REQUIRED	APPROX. MARGIN
DISK PRODUCTS					
A-2001	Floppy Disk Subsystem. Dual double-sided 8" flexible diskette drives; 1.26 MB total formatted capacity. Includes cable and controller card for Apple II. Can be used as minimum system storage device and can also be used as back-up with Hard Disk configurations. Specify voltage.	\$3595.	\$2480.	1 to 9 units	31%
			2370.	10 to 29 units	34%
			2265.	30 to 49 units	37%
			2155.	50 units up	40%
A-2002	Hard Disk 16.5 MB Subsystem. 14" Winchester-technology non-removable hard disk. Includes cable and controller card for Apple II. 16.5 Mbyte total formatted capacity. Specify voltage.	\$7995.	\$5195.	1 to 4 units	35%
			4950.	5 to 9 units	38%
			4720.	10 to 39 units	41%
			4475.	40 units up	44%
A-2003	Hard Disk 33 MB Subsystem. Specifications same as A-2002 above, but total formatted capacity 33 Mbytes. Specify voltage.	\$9995.	\$6495.	1 to 4 units	35%
			6195.	5 to 9 units	38%
			5890.	10 to 39 units	41%
			5600.	40 units up	44%
SUPPORT PRODUCTS					
A-2101	Clock/Calendar Card. Quartz controlled, Battery back-up (4 weeks duration). Provides day of week, date (day, month, year), and time (hour, minute, second). Includes software support for network usage at user stations and by the File Server (A-2801). Software is packaged with A-2801.	\$ 495.	\$ 320.	1 to 9 units	35%
			305.	10 to 29 units	38%
			290.	30 to 49 units	41%
			275.	50 units up	44%
TAPE PRODUCTS					
A-2401	Cartridge Tape Drive. For use as a back-up to Nestar hard disks A-2002, A-2003. Read/writes 1000 bytes per inch, 30,000 bytes per second, with 20MB per cartridge. Includes drive, cable, one 1/4", 450 ft. tape cartridge and interface to Network File Server station, including licensed program (product number A-2804) which is a set of utilities for full and incremental dump/restore..	\$4275.	\$2995.	1 to 9 units	30%
			2820.	10 to 29 units	34%
			2695.	30 to 49 units	37%
			2565.	50 units up	40%

MODEL NUMBER	DESCRIPTION	U.S. SUGGESTED RETAIL	ISO PRICE	QUANTITY REQUIRED	APPROX. MARGIN
NETWORK INTERFACE PRODUCTS (Interchangeable for quantity discounts.)					
A-2701	Network Interface Card. For Apple II computers. One required for each user station. Transmits data to other Apples on the same network at approx. 240,000 bps. All transmissions are data-checked. Requires 16-wire cable, not included. (See section on Network Cable Products.) Up to 65 cards per network. (Station address of \$7F to allow custom address selection).	\$ 395.	\$ 295.	1 to 19 units	25%
			275.	20 to 49 units	30%
			255.	50 to 99 units	35%
			235.	100 to 199 units	40%
			220.	200 units up	44%
A-2702	Network File Server Interface Card. Same specifications as A-2701 but with Pull-up resistors and A-2801 support ROM. Used to connect Network File Server Apple to the network. Station address of \$FE.	\$ 405.	\$ 305.	1 to 19 units	25%
			285.	20 to 49 units	30%
			265.	50 to 99 units	35%
			245.	100 to 199 units	40%
			225.	200 units up	44%
A-2703	Network File Server Interface Card. Same specifications as A-2702 but without Pull-up resistors. Used for Second or subsequent File Servers on same network. (Station address of \$FF to allow custom address selection).	\$ 405.	\$ 305.	1 to 19 units	25%
			285.	20 to 49 units	30%
			265.	50 to 99 units	35%
			245.	100 to 199 units	40%
			225.	200 units up	44%
A-2704	Network Interface Card. Same specifications as A-2701 but with Pull-up resistors. Used for network <b>without</b> a File Server. (Station address of \$7F to allow custom address selection).	\$ 395.	\$ 295.	1 to 19 units	25%
			275.	20 to 49 units	30%
			255.	50 to 99 units	35%
			235.	100 to 199 units	40%
			220.	200 units up	44%
PROGRAM PRODUCTS					
A-2801	Network File Server Program, Version 1.1 Network file management system manages up to 2 of any combination A-2002 or A-2003 plus one A-2001. Requires 64K Apple II. Supports user stations running DOS (3.2.1 or 3.3) and Pascal 1.1. Licensed for use only with a single designated (by serial number) A-2702 or A-2703.	\$1995.*	\$1235.	1 to 4 units	38%
			1195.	5 to 9 units	40%
			1155.	10 to 39 units	42%
			1115.	40 units up	44%
A-2802	"THE MESSENGER." Electronic Mail application program. Requires user stations to be 64K Apple II and A-2701.	\$2250.*	\$1395.	1 to 4 units	38%
			1350.	5 to 9 units	40%
			1305.	10 to 39 units	42%
			1260.	40 units up	44%
A-2803	Network Printer Server Program, Version 1.1 Provides spooling and print services for all stations. Requires 64K Apple II and one A-2701	\$ 195.*	\$ 120.	1 to 4 units	38%
			115.	5 to 9 units	40%
			110.	10 to 39 units	42%
			105.	40 units up	44%
*one-time license fee.					
SUPPLIES					
S-2401	1/4", 450 ft. tape cartridge Tape is fully tested and certified for use with the A-2401 tape drive.	\$ 250.	\$ 200.		20%
S-2001	8" floppy diskettes for use with A-2001. Supports single-density, double-sided drives. Prices per diskette.	\$ 8.	\$ 5.		38%

MODEL NUMBER	DESCRIPTION	U.S. SUGGESTED RETAIL	ISO PRICE	APPROX. MARGIN
<b>NETWORK CABLE PRODUCTS</b>				
Network cabling is available in two <b>standard</b> lengths or in custom lengths, with appropriate connectors. Round shielded cable or three types of 16-wire flat ribbon cable are available: (1) standard, (2) heavy-duty, jacketed, and (3) ground plane.				
<b>STANDARD LENGTH CABLES</b>				
<b>A-2902</b>	<b>Network Cable.</b> 2 meter (6.5 ft.), 16-wire flat cable with 2 female IDC-16 connectors.	\$ 18.	\$12.	33%
<b>A-2905</b>	<b>Network Cable</b> 5 meter (16.3 ft.), 16-wire flat cable with 2 female IDC-16 connectors.	\$ 25.	\$17.	32%
<b>CUSTOM LENGTH CABLES (Specify length in meters or feet.)</b>				
<b>A-2910</b>	<b>Gray 16-wire flat cable</b> with IDC-16 female connectors on each end. Plugs into A-270X Network Interface Cards.	\$16. plus .75/ft.	\$10. plus .50/ft.	38/33%
<b>A-2911</b>	<b>Gray 16-wire flat cable</b> with heavy duty black protective sheath and IDC-16 female connectors on each end. Plugs into A-270X Network Interface Cards.	\$16. plus 3.00/ft.	\$10. plus 2.00/ft.	38/33%
<b>A-2912</b>	<b>Gray 16-wire flat cable with ground plane</b> with IDC-16 female connectors on each end. Plugs into A-270X Network Interface Cards. For use in high electrical noise environments.	\$16. plus 3.00/ft.	\$10. plus 2.00/ft.	38/33%
<b>A-2913</b>	<b>Black jacketed 15-wire round shielded cable</b> with DB-15 male connector on one end and DB-15 female connector on other end. Plugs into the A-2914. For maximum radiation shielding.	\$48. plus 1.80/ft.	\$32. plus 1.20/ft.	33%
<b>A-2914</b>	<b>Round cable to flat cable interface</b> with DB-15 male connector on one end, DB-15 female connector on other end, and IDC-16 male connector in the middle. Used for interfacing round cable bus to flat drops.	\$45.	\$30.	33%
<b>CABLE COMPONENTS</b>				
<b>A-2920</b>	<b>Gray 16-wire flat ribbon.</b>	\$.75/ft.	\$.50/ft.	33%
<b>A-2921</b>	<b>Gray 16-wire flat ribbon with heavy-duty black protective sheath.</b>	\$3.00/ft.	\$2.00/ft.	33%
<b>A-2922</b>	<b>Gray 16-wire flat ribbon with ground plane.</b>	\$3.00/ft.	\$2.00/ft.	33%
<b>A-2923</b>	<b>Black jacketed 15-wire round shielded cable.</b>	\$1.80/ft.	\$1.20 ft.	33%
<b>A-2924</b>	<b>IDC-16 male insulation displacement connector</b> for custom fabrication of network cabling.	\$8. each	\$5. each	38%
<b>A-2925</b>	<b>IDC-16 female insulation displacement connector</b> for custom fabrication of network cabling.	\$8. each	\$5. each	38%
<b>A-2926</b>	<b>DB-15 male insulation displacement connector</b> for custom fabrication of network cabling.	\$20. each	\$13. each	35%
<b>A-2927</b>	<b>DB-15 female insulation displacement connector</b> for custom fabrication of network cabling.	\$20.	\$13.	35%

# NESTAR LITERATURE

Publication Number	Publication	ISO Price	U.S. SUGGESTED RETAIL
G120-0100-0	NESTAR Company-Product Brochure	\$100.00/pkg. of 100*	**
G120-0103-0	"Your Apple Works" Brochure with reply card	\$ 25.00/pkg. of 100*	**
GA20-0101-0	Cluster/One Model A Data Sheet	\$ 17.00/pkg. of 100*	**
GA20-0102-0	Nestar Cartridge Tape Drive Data Sheet	\$ 17.00/pkg. of 100*	**
G120-0102-1	Cluster/One Model A Retail Price List	\$ 14.00/pkg. of 100*	**
G500-1000-0	Cluster/One Model A Ad Reprint: "Enjoy Local Networking"	\$ 45.00/pkg. of 100*	**
G500-1001-0	COMPCON 1981 Reprint Cluster/One Model A Technical Overview	\$ 11.00/pkg. of 100*	**
G500-1002-0	Electronics Magazine Reprint, June 1981	\$ 11.00/pkg. of 100*	**
SV20-1000-0	Nestar Slide Presentation Entitled: "Why Microcomputer Networks?"	\$200.00/Set of 78 Slides	\$240.00
S100-0100-0	NESTAR Display Poster: "Local Networking with a Difference"	\$ 10.00 each	\$ 15.00

\* No charge for above literature in quantities of 5 or less. Standard order is in quantities of 100.

\*\*No charge for single quantities.

S120-1000-0	NESTAR Logo 3-Ring Binder (holds 2 manuals)	\$ 6.00	\$ 9.00
LC20-0102-0*	Cluster/One Model A Network File Server, Version 1.1 System Manager's Manual (Licensed Publication)	\$15.00	\$ 25.00
LC20-0101-0*	Cluster/One Model A Network File Server, Version 1.1 User Manual (Licensed Publication)	\$15.00	\$ 25.00
GA20-0103-0	Cluster/One Model A Cartridge Tape Drive System Manager's Guide	\$ 6.00	\$ 9.00
GH20-0100-0	THE MESSENGER System Manager's and User's Guide	\$ 14.00	\$ 21.00
GC20-0103-0	Cluster/One Model A Network Printer Server System Manager's Guide	\$ 10.00	\$ 15.00
GX20-0102-0	Cluster/One Model A System Manager's Reference Card	\$ 1.00	\$ 1.50
GX20-0101-0	Cluster/One Model A User's Reference Card	\$ 1.00	\$ 1.50

\*Licensed Publications require a signed Software License Agreement before delivery.

Cluster/One Model A is a trademark of Nestar Systems Incorporated.  
Apple II is a trademark of Apple Computer Corporation.

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